

Message Text

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FM AMEMBASSY DAMASCUS

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AMEMBASSY BEIRUT

UNCLAS DAMASCUS 1225

E.O. 11652: N/A

TAGS: BEXP, BTIO, SY

SUBJ: CONSTRUCTION EQUIPMENT: AVAILABILITIES FROM US
NATIONAL DISASTER RESERVE EQUIPMENT

1. SYRIAN BUSINESSMAN M. BAHJAT KUBAISSI HAS REQUESTED
EMBASSY/DEPT ASSISTANCE IN DETERMINING AVAILABILITY OF
CONSTRUCTION EQUIPMENT FROM SALES FROM WHAT HE ENTITLES
"NATIONAL DISASTER RESERVE EQUIPMENT." WE PROVISIONALLY
REPLIED THAT IF SALES OF EXCESS EQUIPMENT WERE BEING MADE
FROM SUCH DEPOTS, WE ASSUME THEY WOULD BE BY TENDER ISSUED
BY GENERAL SERVICES ADMINISTRATION (GSA).

2. WE BELIEVE KUBAISSI AND OTHER SYRIAN BUSINESSMEN HAVE
HEARD OF SUCH POSSIBLE SALES IN US FROM AMERICAN EQUIPMENT
BROKERS THAT ARE HERE IN NUMBERS IN RESPONSE TO STATED
SYRIAN REQUIREMENTS FOR SUCH EQUIPMENT ON QUICK DELIVERY,
CASH PAYMENT. WE SUSPECT KUBAISSI MAY WISH TO GO DIRECTLY TO
SOURCE, IE., GSA, AND MAKE HIS OWN BID RATHER THAN WORK
THROUGH AMERICAN BROKERS AND THEREFORE AVOID PROFIT/
COMMISSION SPLITTING.

3. ACTION REQUESTED: NEED RESPONSES TO FOLLOWING:

A. ARE SALES OF CONSTRUCTION EQUIPMENT (BULLDOZERS,
GRADERS, EARTH MOVERS, ETC) BEING MADE FROM NATIONAL
DISASTER RESERVE EQUIPMENT DEPOT(S)? HOW ARE SUCH SALES
MADE? CAN SYRIAN BUSINESSMEN TRAVEL TO US AND BID DIRECTLY
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PAGE 02 DAMASC 01225 021158Z

ON SUCH INVITATIONS TO BID IF THEY DO EXIST?

B. WHAT PROCEDURES ARE INVOLVED TO MAKE SUCH BIDS AND
WHAT ARE NAMES AND ADDRESSES OF CONCERNED AGENCIES?
PELLETREAU

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